

NextgenID Hires Michael Garcia as Senior Vice President of Sales and Marketing

San Antonio, TX and Herndon, VA --- (March 18, 2015) ---NextgenID, the industry leader in Trusted Identity Credentialing, Automated Smart Card Enrollment, Issuance and Managed ID Enterprise Lifecycle Services, today announced that Michael Garcia has joined the company as Sr. Vice President of Sales and Marketing. Mr. Garcia comes to NextgenID with over 17 years of executive-level sales and marketing experience in the CyberSecurity Software, Network Security Managed Services and Integrated Enterprise Physical Access Control (EPACS) products market. At NextgenID, Mr. Garcia will be responsible for all Sales and Marketing functions including demand generation, customer acquisition, channel strategy and business development. His primary focus will be on implementing strategies and programs to drive growth for NextgenID's automated Multi-Biometric Enrollment KIOSK, ID*TRUST Smart Cards with high-IQ data storage containers, PIV-I and PIV-C (CIV) credentialing and issuance solutions, and ID as a Service (IDaaS) Certified Managed Services Hosting (MSO).

“With its ID*TRUST Solutions offering currently enrolling, issuing and managing the largest PIV-I smart card deployments in the country, NextgenID is uniquely positioned to significantly grow its customer base as the proven leader in the identity market,” said Michael Garcia. “By blending automated card enrollment, credentialing, issuance and managed IDaaS transactional hosting, NextgenID can deliver a full-spectrum lifecycle solution to State, Federal, DoD and Enterprise Commercial organizations that is compliant, cost effective flexible and scalable. I am truly glad to be part of this dynamic NextgenID team,” he added.

Mr. Garcia comes to NextgenID from Integrated Physical Access Control, Intrusion Detection and Video Surveillance platform manufacturer Monitor Dynamics, Inc., where he has served as Vice President of Marketing and Business Development for the last four and a half years. Prior to this, Mr. Garcia was President of LearnSafe, the nation's first comprehensive school safety and security initiative providing turn-key prevention, detection and response solutions to State Government, Local Government and the K-12 Education (SLED) market.

Mr. Garcia also served as Senior Vice President and Chief Marketing Officer for American Building Control and MDI Incorporated, a publicly traded security products manufacturing company with holdings in the Access, Intrusion, Central Station Alarm Automation, Mobile Video, CCTV and IP Video Surveillance markets. During this time, the company's unified solutions delivered real-time Enterprise Security capabilities to over 10 million client access points across the globe including thousands of Department of Defense, Federal Agency, State Government and Fortune 1000 Commercial enterprise installations.

As the founding Sales and Marketing Executive at CyberSecurity software and managed security services provider SecureInfo Corporation (now Kratos SecureInfo), Mr. Garcia held the positions of VP of Sales, VP of Marketing and VP of Strategic Initiatives. During his five year tenure, the company grew at a 1,200 percent CAGR to achieve the 14th spot on Inc. Magazine's Inc. 500 list and was ranked 6th on Washington Technology Magazine's 50 fastest growing companies list.

"The NextgenID team is truly excited to be working with Michael on new corporate-wide demand and revenue generation initiatives," stated Danny Mills, NextgenID CEO. "Michael's tireless energy, breadth of security industry experience, marketing expertise and history of success in developing and executing high performance sales and marketing strategies will be invaluable in capitalizing on growth opportunities in the rapidly evolving identity assurance and credentialing industry," he concluded.

ABOUT NEXTGENID

NextgenID[®] is the leading provider of Trusted Identity Enrollment, Smart Card Credentialing, Issuance and Managed ID Assurance (IDaaS) solutions to Government and Commercial Enterprises. The NextgenID Trusted Identity Assurance & Management Ecosystem, branded as The ID*TRUST Platform, is a FIPS 201 approved, certified and deployed system that fully administers and manages:

- The PIV, PIV-I & PIV-C (CIV) automated enrollment and credential lifecycle for FedGov and DoD
- Two-factor Smart Card authentication (physical and logical non-password access) for States, and
- Trusted identity, secure communications and encrypted data transactions for Industry.

NextgenID designed, implemented and is currently managing the largest Personal Identity Verification – Interoperable (PIV-I) smart card credential and managed services program in the United States. Utilizing the enrollment automation capabilities of the MBE-KIOSK product to quickly accomplish thousands of secure enrollments, the ID*TRUST Platform directly addresses the full spectrum of Enterprise ID Management challenges at all levels throughout the cardholder and credential lifecycle including enrollment, adjudication, issuance, authorization, operational use and continuous updates through a secure certified managed service offering (MSO). To receive more information on NextgenID products and services, please visit www.NextgenID.com, email your request to Sales@NextgenID.com, or call (210) 530-9991.